

GRAINMatters



EDITION 78—SEPTEMBER 2023

UPCOMING WORKSHOPS

Trade Rules & Contracts — 28 September 2023 (Zoom)

Grain Trading for Non-Traders— 18-19 October (Zoom)

In this Issue:

- [Goyders Line](#)
- [Minister Watt Meeting](#)
- [Return to China](#)
- [5 Under 30](#)
- [NRS Participants](#)
- [Focus On GTA Fact Sheets](#)
- [Upcoming Workshops](#)



August/September has been another busy period for GTA. Our Board had a face to face meeting in Brisbane hosted in the offices of Riverina (Level A GTA member). We also held a member function in Toowoomba on the 26th August 2023. It was great to be back to see and catch up with so many GTA members in Queensland.

GTA CEO, Pat O'Shannassy, also spoke and engaged with members at the annual GIAV AGM and lunch in Melbourne on 1st September 2023. Pat spoke about the re-opening of the China barley market, revised GTA storage and handling agreement, as well as the issues around Russia's war on Ukraine, and its impacts on global food security and trade. The GIAV

AGM and lunch is a great occasion each year, for the grains industry to get together, discuss industry issues, crop prospects and of course network. Our congratulations to Colin Peace and the GIAV Executive Committee on another great event.

At the August Board meeting, we said farewell, and formally accepted the resignation from the GTA Board of Jason Craig. Jason has sat on GTA Board for almost 9 years as a Level A Director nominated by CBH Grain, where he has been the Chief Trading and the Marketing Officer. After a stellar career and 25 years of service to CBH and the grains industry, Jason is moving to the small goods industry as CEO of a Perth based company. As they say, "their gain, our loss"! On behalf of all GTA members we wish Jason well and thank him for his fantastic contributions to the GTA Board and service to GTA. During his time on the Board Jason has chaired the Trade and Market Access Committee, and sat on the Plant Breeding Innovation Committee, the Transport Ports and Storage Committee, the Board's ESG committee as well as the Audit Finance and Remuneration Committee.

Members are reminded nominations are open for the GTA Technical Committees for 2023/24. Current Technical Committee members also need to renominate. Nomination process and forms were published at GTA website. The GTA Board will review and approve nominations at the GTA Board Meeting on October 31st.

Nominations are also open for 3 GTA Board positions, as per [Member Update 24 of 23](#). GTA Members are encouraged to nominate and participate in election for GTA Directors. Votes can be cast prior to the AGM, or at the AGM by those in attendance at the AGM.

As we approach the critical spring period for crop production, we wish all GTA members and industry participants well in the lead up to the 2023 harvest.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Andrew Goyder'.

Andrew Goyder
Chair—Grain Trade Australia

MINISTER WATT MEETING

GTA met with Federal Agriculture Minister, Senator Murray Watt during AGIC 2023 in Melbourne. The meeting was very productive enabling GTA to bring to the Minister's attention several issues impacting GTA members and the grains supply chain including:

- Supply Chain capacity and efficiency including onshore container port issues, transport constraints in road and rail, labour availability and flexibility.
- Trade and market access issues including NTMs, India, China and ongoing funding for the ATMAC program, which has benefited the grains industry.
- ESG and Sustainability and discussing the credentials of the Australian grain supply chain, the opportunities ESG presents our industry, as well as the need to be vigilant to the potential for unintended trade barriers to emerge.
- Supply Chain capacity relative to grain production and supply, and how this can impact on logistics, supply costs and consequently grain prices.

The market has provided signals and opportunity for growth. The grain supply chain participants have responded with significant capital investment in new infrastructure and increased operational efficiency to achieve greater tonnage throughput. For example, in 2008 there were 18 grain export terminals operated by 4 companies, in 2023 there are 32 port terminals operated by 18 companies.

Despite 3 years of concurrent record production and exports in combination with historically strong grower prices, there continues to be political advocacy seeking further reviews (specifically by the ACCC) of the grain supply chain.

In our discussions, we noted many of the supply chain constraints, are primarily around transporting grain to port.

The Minister acknowledged GTA concerns and agreed to continue engagement with GTA on grain industry, market access and supply chain issues. This will provide all grain supply chain participants, including growers, greater confidence, and value, with lower risk, in the trade of grain both domestically and overseas.



RETURN TO CHINA

The WTO Case on barley tariffs between Australia and China has now been formally closed.

With the lifting of tariffs on imports of Australian barley to China, GTA has been active with members and DAFF to ensure smooth resumption of trade to China.

GTA CEO Pat O'Shannassy and Grains Australia executives will visit China in early September to engage with local industry, Government and our Embassy and discuss the resumption of trade.

The delegation will meet with Government, Australia's Ambassador and China's industry. We are looking forward to renewing relationships and contacts built as part of GTA's China Strategic Grain Partnership strategy from pre-covid times. The strategy works to promote industry to industry relationships with Chinese trade groups and industry and explaining then virtues of our industry driven self-regulatory framework and how grain is managed thru the supply chain.

With the resumption of barley exports to China it is strongly advised that exporters, port terminals and container packers remain diligent to ensure consignments to China are as "clean" as possible to avoid any unnecessary trade disruption.

The grain business comes with execution risks, exporters are advised to consider the quantum of risk, and manage cargoes and import permits accordingly.

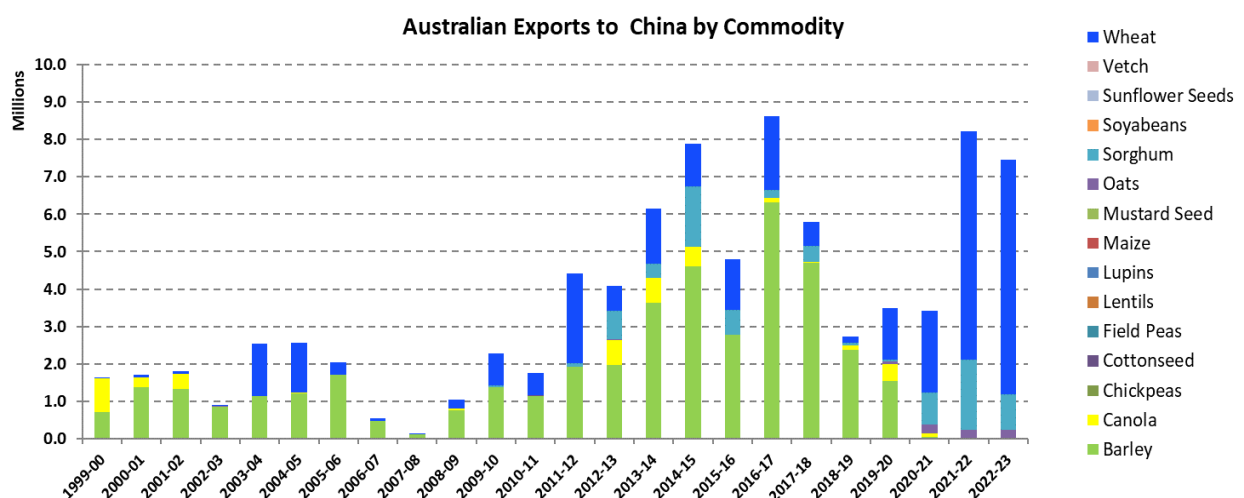
Exporters, port terminals and container packers should speak with DAFF prior to accumulation and loading of consignments.

GTA members are welcome refer any media enquiries, to DAFF or GTA .

For further information please contact:

- GTA/AGEC at admin@graintrade.org.au or
- Ray Elson, DAFF Director Plant Export Operations at grain.export@aff.gov.au

China remains our largest export destination for Australian grains. In 2022/23 over 6 mmt of wheat was exported to China, and before the tariffs came into effect, we exported over 6.3mmt of barley to China and let's not forget about sorghum with over 1.8mmt exported in 2021/22.



GTA recognises the need to reach out and engage further with the younger cohort in our industry, making sure that we create the right environment for future leaders.

GTA “Five Under 30” annual program was created to assist, guide and recognise future leaders in the industry, as well as increase involvement of younger generation of members in GTA activities. Each year GTA will select 5 individuals as the “Five under 30” and offer them additional opportunities, encourage involvement in GTA activities, offer mentorship and guidance over a period of 12 months.

This program was launched at AGIC, as part of the Chair’s welcoming address and in the CEO closing comments. The program was well received by members, many of whom commented it was filling a gap in industry and a good initiative by GTA.

The Five Under 30 program was also formally released via Member Update 21 of 23 and has been setup with a separate page on the GTA website [here](#).

Application process is open to industry participants from GTA Member organisations under the age of 30 at the day of application. It is a “self-nomination” process.

Program is based on merit, encouraging young men and women to apply. Gender and background diversity will be strongly encouraged to achieve a desired balance of successful candidates. Applicants from large range of the supply chain will be considered (traders, support staff, logistics staff, etc – any member industry participant).

For the individual participant in the program there are several direct and indirect benefits:

- Mentorship from senior industry leadership
- Public recognition and kudos amongst peers
- Visibility in the industry (to peers and other senior figures)
- Complimentary participation in 2 days of GTA training sessions in 12 months
- Complimentary ticket to AGIC Australia (inclusive of gala dinner)
- Invitation to CEO’s breakfast at AGIC Australia
- Part of creating and driving an active under 30’s network

At AGIC we proposed opening the “mentor pool” to include other senior industry personnel, and that GTA would provide Mentoring training to the “mentor pool”, including GTA Board.

Completing the Mentor Training (or demonstration of RPL) will be mandatory to be eligible to be a 5 Under 30 Mentor

There is a process in place that allows you to apply by submitting an online application form. Once application is submitted, it will be reviewed by GTA Membership Committee and the Board.

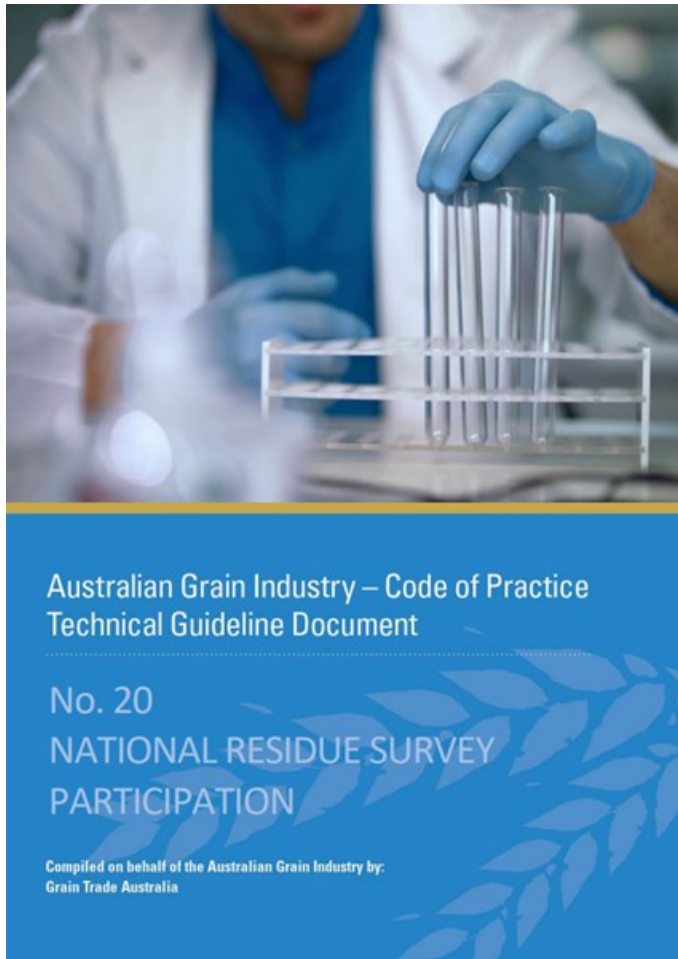
Applications are now open. All illegible candidates are invited to apply online on [GTA website](#). Cut off date for applications is **3rd of October 2023**.



NRS PARTICIPATION

GTA supports the important role the NRS plays in protecting the precious reputation of Australian grain in domestic and export markets, through the monitoring of chemical residue levels in grain samples.

As part of the Australian grain industry Code of Practice for the management of grain along the supply chain (Code of Practice, section 2.4.1), it is a requirement for GTA Members including bulk and container exporters to participate in the NRS program. A Technical Guideline Document (No. 20) providing further details can be found [here](#)



The NRS is important:

- The NRS program provides individual industry stakeholders with an audit of the suitability of their own food safety programs.
- The NRS program provides an independent audit of industry compliance with customer and government chemical regulations and requirements.
- Data from the NRS program is used to support industry & government endeavours to revise an importing country MRL and when seeking Import Tolerances for MRLs that do not exist in those markets.
- Participation in the NRS reduces the potential for government regulation/compliance.

Results of NRS testing are commercial in confidence, provided only to the exporter and the company responsible for loading/out turning the grain.

The costs of the NRS program are covered through industry levies, this means there is **no cost to the exporter and loading/out turning facility.**

The NRS serves an important risk mitigation function for the benefit of all participants in the Australian grain industry, including your company.

LOCATION DIFFERENTIALS

In previous Grain Matters GTA has provided a focus on several of the Technical Guideline Documents that support the Industry Grain [Code of Practice](#). We continue to put the spotlight onto the GTA [Fact Sheets](#). This month's star is the Fact Sheet on [Understanding Location Differentials](#).

GTA Location Differentials (LDs) are published for VIC, NSW, QLD, SA and WA. They are published for the purpose of transferring title of grain in commercial warehouse in up country locations. An Excel version of the LD is available to GTA members by contacting admin@graintrade.org.au.

The GTA LD Fact Sheet should be reviewed by all participants in the grain supply chain to understand how LDs work and their purpose. LDs are endorsed by the GTA Commerce Committee and approved by the Board each year.

It is important to understand LDs are not commercial freight rates.



September 2023

[Grain Trading Standards](#)

26-27 September in SA

Presented by Gerard McMullen

[Trade Rules & Contracts](#)

28 September (Zoom)

Presented by Lloyd George via Zoom

October 2023

[Grain Trading for Non-Traders](#)

18-19 October (Zoom)

Presented by Lloyd George

[Grain Finance & Risk Management](#)

25 October—Sydney & Zoom

Presented by Malcom Finlayson

[Grain Trading Standards](#)

26 October (Zoom)

Presented by Gerard McMullen via Zoom

[Register for Workshops](#)